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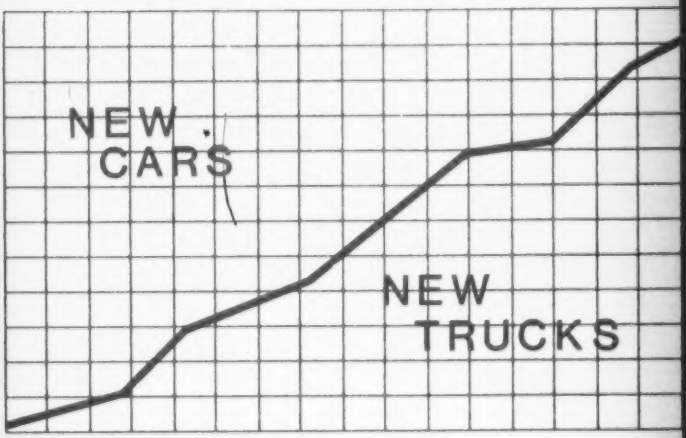
POCKET SUMMARY

MARCH 1992

OF REGISTRATIONS



COURTESY OF

POLK®

R.L.POLK & CO.
STATISTICAL SERVICES
DIVISION

NEW VEHICLE REGISTRATION SERVICE — U.S. SUMMARY
PASSENGER CAR - DOMESTIC — MONTH

MAKES	MARCH		% '92 VS '91	% IND	
	1992	1991		1992	1991
CHRYSLER	11379	10395	109.47	1.71	1.57
LEBARON	6227	5129	121.41	.93	.78
NEW YORKER	1321	1315	100.46	.20	.20
5TH AVE	3248	3211	101.15	.49	.48
IMPERIAL	569	641	88.77	.09	.10
DODGE	22221	25098	88.54	3.34	3.78
DAYTONA	1040	1479	70.32	.16	.22
SHADOW	6684	5439	122.89	1.01	.82
SPIRIT	5140	7202	71.37	.77	1.09
DYNASTY	6808	7896	86.22	1.02	1.19
VIPER	-	-	-	-	-
PLYMOUTH	15888	15829	100.37	2.39	2.39
SUNDANCE	5831	3255	179.14	.88	.49
ACCLAIM	6584	9059	72.68	.99	1.37
LASER	2050	2351	87.20	.31	.35
EAGLE	4575	4329	105.68	.69	.65
PREMIER	402	690	58.26	.06	.10
TALON	2562	2587	99.03	.39	.39
CHRYSLER CORP.	54063	55651	97.15	8.13	8.39
FORD	97723	96130	101.66	14.70	14.49
ESCORT	19353	21198	91.30	2.91	3.20
PROBE	5422	5690	95.29	.82	.86
MUSTANG	7639	5700	133.96	1.15	.86
TEMPO	19954	19431	102.69	3.00	2.93
TAURUS	29754	26504	112.26	4.48	3.98
CROWN VICTORIA	6323	6470	97.73	.95	.98
THUNDERBIRD	6325	8017	78.89	.95	1.21
LINCOLN	15835	14340	110.43	2.38	2.16
MERCURY	30073	31234	96.28	4.52	4.71
TRACER	2704	4962	54.49	.41	.75
TOPAZ	6123	4795	127.70	.92	.72
SABLE	9311	7453	124.93	1.39	1.12
COUGAR	3856	4762	80.97	.58	.72
GRAND MARQUIS	6710	7842	85.56	1.01	1.19
FORD MOTOR CO.	143631	141704	101.36	21.60	21.36
BUICK	39771	43931	90.53	5.98	6.62
SKYLARK	5380	7877	68.30	.81	1.19
CENTURY	8976	8418	106.63	1.35	1.27
REGAL	6347	8190	77.50	.95	1.23
LESABRE	10302	10470	98.40	1.55	1.58
ROADMASTER	3099	723	428.63	.47	.11
PARK AVE	4748	6559	72.39	.71	.99
RIVIERA	905	1481	61.11	.14	.22
REATTA	14	213	6.57	-	.03
CADILLAC	18338	16853	108.81	2.76	2.54
ALLANTE	151	166	90.96	.02	.03
ELDORADO	1887	1408	134.02	.28	.21
SEVILLE	3081	3004	102.56	.47	.45
CHEVROLET	79874	89618	89.11	12.02	13.52
PRIZM	4724	5304	89.06	.71	.80
CAVALIER	17754	24856	71.43	2.67	3.77
LUMINA	18016	16080	112.04	2.73	2.42
CORSICA	9846	11370	86.60	1.48	1.71
BERETTA	3141	4803	65.40	.47	.72
CAMARO	4685	3608	129.85	.70	.54
CORVETTE	1465	1524	96.13	.22	.23
CAPRICE	8006	11106	72.09	1.20	1.67
OLDSMOBILE	36592	37062	98.73	5.50	5.59
ACHIEVA/CALAIS	8742	9059	96.50	1.31	1.37
CUTLASS CIERA	9989	7883	126.72	1.50	1.19
CUTLASS SUPRM	7640	7586	100.71	1.15	1.14
TORONADO	440	845	52.07	.07	.13
PONTIAC	47358	44448	106.55	7.12	6.70
SUNBIRD	5662	8218	68.90	.85	1.24
GRAND AM	21104	16331	129.23	3.18	2.46
6000	132	2692	4.90	.02	.41
BONNEVILLE	6927	4890	141.66	1.04	.74
FIREBIRD	1743	1551	112.38	.26	.23
GRAND PRIX	10325	8258	125.03	1.55	1.24
SATURN	15138	2842	532.65	2.28	.43
GEN. MTRS. CORP	237104	234793	100.98	35.66	35.40
MISC. DOMESTIC	-	1	-	-	-
OTHER IMPORT	230172	231209	99.55	34.61	34.85
U.S. TOTAL	664970	663358	100.24		

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NEW VEHICLE REGISTRATION SERVICE U.S. SUMMARY
PASSENGER CAR - DOMESTIC YEAR-TO-DATE

MAKES	YEAR TO DATE		% '92 VS '91	% IND		YEAR END
	1992	1991		1992	1991	1991
CHRYSLER	35525	30983	114.66	1.89	1.64	127484
LEBARON	19370	13230	146.41	1.04	.70	60604
NEW YORKER	4896	4214	116.18	.26	.22	17030
5TH AVE	9242	10250	90.17	.49	.54	37740
IMPERIAL	1971	2998	65.74	.10	.16	11020
DODGE	64881	86666	74.86	3.46	4.60	331619
DAYTONA	2903	3789	76.62	.15	.20	15971
SHADOW	18145	15738	115.29	.97	.83	78728
SPIRIT	15084	25512	59.13	.80	1.35	82031
DYNASTY	21429	31990	66.99	1.15	1.71	107941
VIPER	-	-	-	-	-	-
PLYMOUTH	42888	52149	82.24	2.28	2.79	199877
SUNDANCE	15281	10933	139.77	.81	.58	55559
ACCLAIM	18405	31451	58.52	.98	1.66	97326
LASER	5453	6144	88.75	.29	.33	28771
EAGLE	12687	11414	111.15	.67	.60	60319
PREMIER	1654	1531	108.03	.09	.08	12437
TALON	6694	6858	97.61	.35	.36	29972
CHRYSLER CORP.	165981	181212	86.06	8.80	9.60	719299
FORD	274837	266725	103.04	14.62	14.13	1077294
ESCORT	60948	63397	96.14	3.24	3.36	249513
PROBE	11144	16036	69.49	.59	.85	75324
MUSTANG	20088	16501	121.74	1.07	.87	79849
TEMPO	52607	53501	98.33	2.80	2.84	187325
TAURUS	82429	72537	113.64	4.38	3.85	299567
CROWN VICTORIA	19187	16698	114.91	1.02	.88	70515
THUNDERBIRD	18187	19903	91.38	.97	1.05	73825
LINCOLN	41538	44922	92.47	2.21	2.38	181295
MERCURY	90439	83337	108.52	4.81	4.42	375153
TRACER	10298	13390	76.91	.55	.71	46550
TOPAZ	16861	13724	122.86	.90	.73	59411
SABLE	26593	20948	126.95	1.41	1.11	98744
COUGAR	11323	13027	86.92	.60	.69	57072
GRAND MARQUIS	21406	18511	115.64	1.14	.98	93599
FORD MOTOR CO.	406814	394984	103.00	21.64	20.93	1633742
BUICK	121663	119007	102.23	6.47	6.31	540628
SKYLARK	15229	23280	65.42	.81	1.23	62151
CENTURY	26762	23012	116.30	1.42	1.22	127656
REGAL	18563	22681	81.84	.99	1.20	105325
LESABRE	35970	25490	141.11	1.91	1.36	110328
ROADMASTER	8501	986	862.17	.45	.05	36294
PARK AVE	14009	19180	73.04	.75	1.02	83388
RIVIERA	2534	3647	69.48	.13	.19	13048
REATTA	95	731	13.00	.01	.04	2438
CADILLAC	52960	51919	102.01	2.82	2.75	214557
ALLANTE	370	606	61.06	.02	.03	2817
ELDORADO	4977	3906	127.42	.26	.21	15929
SEVILLE	8228	7116	115.63	.45	.37	26701
CHEVROLET	238446	259367	91.93	12.67	13.75	1164364
PRIZM	17225	18823	91.51	.92	1.00	101848
CAVALIER	53329	72168	73.90	2.83	3.83	261151
LUMINA	45584	43442	104.93	2.42	2.30	214292
CORSICA	31321	32828	95.41	1.67	1.74	172837
BERETTA	10363	12691	81.66	.55	.67	61179
CAMARO	13890	9422	147.42	.74	.50	53556
CORVETTE	3624	3914	92.59	.19	.21	17133
CAPRICE	21867	30450	71.81	1.16	1.61	112190
OLDSMOBILE	94698	100774	93.97	5.04	5.34	434825
ACHIEVA/CALAIS	16909	23712	71.31	.90	1.26	54348
CUTLASS CIERA	27675	20911	132.35	1.48	1.11	135634
CUTLASS SUPRM	18258	21262	85.87	.97	1.13	90294
TORONADO	1196	2159	55.40	.06	.11	7667
PONTIAC	121775	118966	102.36	6.48	6.30	500212
SUNBIRD	18072	24111	74.95	.96	1.28	94271
GRAND AM	46950	40838	114.97	2.50	2.15	147068
6000	470	7141	6.58	.02	.38	24065
BONNEVILLE	23077	13502	170.92	1.23	.72	71068
FIREBIRD	4497	4427	101.58	.24	.23	23769
GRAND PRIX	24022	21995	109.22	1.28	1.17	104342
SATURN	35816	6259	572.26	1.91	.33	70955
GEN. MTRS. CORP	665449	656333	101.39	35.39	34.78	2925871
MISC. DOMESTIC	-	7	-	-	-	31
OTHER IMPORT	651824	654587	99.58	34.67	34.69	2955074
U.S. TOTAL	1880068	1887123	99.63			8234017

UNITED STATES SUMMARY

NEW VEHICLE REGISTRATION SERVICE U.S. SUMMARY
TRUCK YEAR-TO-DATE

MAKES	MARCH	% IND	YEAR TO DATE		% '92 VS '91	% IND	
	1992		1992	1991		1992	1991
CHEVROLET	82657	22.16	238461	234167	101.83	22.95	24.59
CHRYSLER	970	.26	2492	742	335.85	.24	.08
DODGE	47146	12.64	122216	105170	116.21	11.76	11.04
FORD	112554	30.19	310177	266593	116.35	29.89	27.99
FREIGHTLINER	2370	.64	5702	5670	100.56	.55	.60
G.M.C.	27224	7.30	77845	67715	114.96	7.49	7.11
HINO	155	.04	443	509	87.03	.04	.05
ISUZU	6501	1.74	19444	24175	80.43	1.87	2.54
IVECO	2	-	8	350	2.29	-	.04
JEEP	18219	4.89	51787	33949	152.54	4.99	3.56
KENWORTH	1082	.29	3050	3270	93.27	.29	.34
MACK/MIDLINER	869	.23	2346	2829	82.93	.23	.30
MERCEDES BENZ	44	.01	147	261	56.32	.01	.03
MERCURY	-	-	-	-	-	-	-
MITSUBISHI FUSO	257	.07	761	695	109.50	.07	.07
NAVISTAR	4035	1.08	12092	15266	79.21	1.16	1.60
OLDSMOBILE	2934	.79	7439	5204	142.95	.72	.55
OSHKOSH	290	.08	699	1048	66.70	.07	.11
PETERBILT	977	.26	2629	2877	91.38	.25	.30
PLYMOUTH	15907	4.27	42493	38725	109.73	4.09	4.07
PONTIAC	2511	.67	6549	4574	143.18	.63	.48
SCANIA	-	-	3	4	75.00	-	-
UD	242	.06	622	410	151.71	.06	.04
VOLVO	70	.02	241	139	173.38	.02	.01
WESTERN STAR	45	.01	147	181	81.22	.01	.02
WHITEGMC	1038	.28	3049	2593	117.59	.29	.27
OTHER IMPORTS	44329	11.89	126468	133745	94.56	12.17	14.04
MISC. DOMESTIC	493	.13	1529	1591	96.10	.15	.17
U. S. TOTAL	372921		1038839	952452	109.07		

TRUCKS BY WEIGHT GROUPS-YEAR TO DATE

MAKES	GVW 1 0-6	GVW 2 6-10	GVW 3 10-14	GVW 4 14-16	GVW 5 16-19.5	GVW 6 19.5-26	GVW 7 26-33	GVW 8 33 & OVER
CHEVROLET	134519	98149	3098	947	18	494	1173	63
CHRYSLER	2492	-	-	-	-	-	-	-
DODGE	89183	33033	-	-	-	-	-	-
FORD	190477	107855	-	3802	-	1074	4343	2826
FREIGHTLINER	-	-	-	-	-	48	184	5470
G.M.C.	33587	34703	314	727	98	5218	3098	100
HINO	-	-	2	57	88	118	178	-
ISUZU	17511	-	1084	429	186	193	41	-
IVECO	-	-	5	3	-	-	-	-
JEEP	51787	-	-	-	-	-	-	-
KENWORTH	-	-	-	-	-	-	37	3013
MACK/MIDLINER	-	-	-	-	-	86	191	2069
MERCEDES BENZ	-	-	-	-	-	85	62	-
MERCURY	-	-	-	-	-	-	-	-
MITSUBISHI FUSO	-	-	417	-	165	121	58	-
NAVISTAR	-	-	-	8	-	1340	5662	5082
OLDSMOBILE	7439	-	-	-	-	-	-	-
OSHKOSH	-	29	71	176	303	78	13	29
PETERBILT	-	-	-	-	-	-	46	2581
PLYMOUTH	42493	-	-	-	-	-	-	-
PONTIAC	6549	-	-	-	-	-	-	-
SCANIA	-	-	-	-	-	-	-	3
UD	-	-	227	-	189	157	49	-
VOLVO	-	-	-	-	-	-	211	30
WESTERN STAR	-	-	-	-	-	-	-	147
WHITEGMC	-	-	-	-	-	-	-	3049
OTHER IMPORTS	124566	1902	-	-	-	-	-	-
MISC. DOMESTIC	201	66	2	-	-	237	321	702
TOTAL	700804	275737	5220	6149	1047	9249	15669	24984
1991 TOTAL	648731	238392	5197	6148	890	6981	10845	27468
1992 vs '91	108.03	115.67	100.44	100.02	117.64	132.49	84.04	90.98

MANUFACTURERS' SALES RECORDS WERE USED IN COMPILING KANSAS FROM JULY, 1991 THROUGH DECEMBER, 1991

NEW VEHICLE REGISTRATION SERVICE U.S. SUMMARY
PASSENGER CAR - IMPORT YEAR-TO-DATE

MAKES	YEAR TO DATE 1992		YEAR TO DATE 1991	
	UNITS	% OF INDUSTRY	UNITS	% OF INDUSTRY
DOMESTIC SPONSORED IMPORTS				
CHEVROLET METRO	25336	1.35	21495	1.14
CHEVROLET STORM	15907	.85	13302	.70
DODGE COLT DL/VISTA SW	2650	.14	3889	.21
DODGE STEALTH	4066	.22	3889	.21
EAGLE SUMMIT	4339	.23	3025	.16
FORD FESTIVA	10247	.55	8152	.43
GM LOTUS	89	-	41	-
MERCURY CAPRI	3958	.21	3737	.20
PLYMOUTH COLT DL/VISTA SW	3749	.20	3291	.17
PONTIAC LEMANS	4687	.25	6952	.37
TC by MASERATI	46	-	291	.02
OTHERS	-	-	-	-
TOTAL DOMESTIC SPONSORED IMPORTS	75074	3.99	68064	3.61
OTHER IMPORTS				
ACURA	29256	1.56	29457	1.56
AUDI	3328	.18	2892	.15
BMW	11771	.63	12140	.64
DAIHATSU	2072	.11	1353	.07
HONDA	146537	7.79	146351	7.76
HYUNDAI	21745	1.16	30202	1.60
INFINITI	8060	.43	6564	.35
ISUZU	2396	.13	1757	.09
JAGUAR	1836	.10	2997	.16
LEXUS	23982	1.28	13086	.69
MAZDA	55441	2.95	56640	3.00
MERCEDES BENZ	13246	.70	15123	.80
MITSUBISHI	32046	1.70	36599	1.94
NISSAN	76464	4.07	74947	3.97
SAAB	5112	.27	5701	.30
SUBARU	20513	1.09	24981	1.32
TOYOTA	160378	8.53	149610	7.93
VOLKSWAGEN	17358	.92	20529	1.09
VOLVO	16414	.87	18828	1.00
OTHERS	3869	.21	4830	.26
TOTAL OTHER IMPORTS	651824	34.67	654587	34.69
GRAND TOTAL ALL IMPORT CARS	726898	38.66	722651	38.29
NEW IMPORTED LIGHT TRUCKS LEADING MAKES (0-10,000 LBS)				
DOMESTIC SPONSORED IMPORTS				
DODGE RAM 50/RAIDER	1161	.11	1398	.15
CHEVROLET GEO TRACKER	5930	.57	6116	.64
OTHER IMPORTS				
ISUZU	17511	1.69	22334	2.34
MAZDA	20884	2.01	24920	2.62
MITSUBISHI	4943	.48	8885	.94
NISSAN	34371	3.31	34744	3.65
SUZUKI	3231	.31	3421	.36
TOYOTA	60660	5.84	58864	6.18
VOLKSWAGEN	411	.04	1082	.11
OTHERS	1968	.19	1729	.18
TOTAL OTHER IMPORT TRUCKS	143979	13.86	156079	16.39
GRAND TOTAL ALL IMPORT TRUCKS	151070	14.54	163593	17.18

STATITICAL SERVICES DIVISION
R. L. POLK & CO.
DETROIT, MI. (313) 393-0880

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NEW VEHICLE REGISTRATIONS-UNITED STATES-CALENDAR YEAR TOTALS

YEAR	CARS	TRUCKS
1987	10165660	4963888
1988	10479931	5211100
1989	9852617	5100195
1990	9103204	4798515
1991	8234017	4344604

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